

## Message Text

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PAGE 01 TOKYO 05087 290254Z  
ACTION STR-07

INFO OCT-01 EA-10 IO-13 ISO-00 STRE-00 XMB-02 AGRE-00  
CEA-01 CIAE-00 COME-00 DODE-00 EB-08 FRB-03 H-01  
INR-10 INT-05 L-03 LAB-04 NSAE-00 PA-01 CTME-00  
AID-05 SS-15 ITC-01 TRSE-00 SP-02 SOE-02 OMB-01  
DOE-15 DOEE-00 USIE-00 NSCE-00 INRE-00 SSO-00  
/110 W

-----017779 290309Z /63

O 290247Z MAR 78  
FM AMEMBASSY TOKYO  
TO SECSTATE WASHDC IMMEDIATE 6544  
INFO USMISSION GENEVA IMMEDIATE

C O N F I D E N T I A L TOKYO 05087

USMTN

DEPT PASS STR ELECTRONICALLY

E.O. 11652: GDS  
TAGS: ETRD, JA, US  
SUBJECT: STRAUSS-USHIBA FOLLOW-UP: SUMMARY STATUS  
REPORT NO. 2: GENERAL COMMENTS

REF: TOKYO 5045

1. REFTEL CONTAINS DETAILED PROGRESS REPORT ON JAPANESE  
ACTIONS UNDER JANUARY 13 JOINT STATEMENT. IT REFLECTS  
FACT THAT ALMOST ALL THE "TREES" ARE BENDING IN THE  
RIGHT DIRECTION; MORE IMPORTANT PERHAPS, THE "FOREST"  
IS CHANGED. THE COMBINATION OF US PRESSURE, THE  
STRENGTHENING YEN AND THE EC'S FOLLOW-ON TO OUR  
CONSULTATIONS HAS MADE CLEAR TO EVERYONE HERE THAT  
MAJOR CHANGES MUST BE MADE. TO IMPORT IS NOW SEEN AS A  
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DESIRABLE NATIONAL GOAL. THE GOVERNMENT, THE TRADING  
COMPANIES, THE INDUSTRIALISTS HAVE ALL LEARNED THE  
LESSON THAT JAPAN HAS PROBLEMS WHEN IT IMPORTS SIGNIFI-  
CANTLY LESS THAN IT EXPORTS. EVEN FARMERS ARE ASKING  
US HOW TO GET JAPANESE INDUSTRIALISTS TO IMPORT MORE.

2. CONGRESS MIGHT BE REMINDED HOW UNUSUAL IT IS FOR

COUNTRIES TO SEND BUYING MISSIONS TO US, HOW JETRO HAS NOW CHANGED FOCUS TO BECOME AN IMPORT PROMOTION ORGANIZATION, AND HOW CHALLENGE NOW EXISTS FOR US BUSINESS TO DEMONSTRATE THAT IT HAS PRODUCTS TO SELL.

3. DISCREET REFERENCE MIGHT ALSO BE MADE TO ACTIVE CURRENT DISCUSSION IN JAPAN OF POSSIBLE FORMS OF EXPORT RESTRAINT AS EVIDENCE OF JAPANESE CONCERN ABOUT REDUCING CURRENT ACCOUNT SURPLUS.

4. FOR STRAUSS-USHIBA MEETING WE BELIEVE JAPANESE CAN BE GIVEN CREDIT FOR THEIR IMPORTANT CHANGE OF MOOD AND AT SAME TIME STRONGLY ENCOURAGED TO ACHIEVE SOLID INCREASES IN IMPORTS. AT THAT MEETING USHIBA CAN BE EXPECTED TO RAISE PROBLEM OF DOLLAR STABILITY (SEE PARA 9, TOKYO 4008).

5. A CRUCIAL "NOT" WAS OMITTED IN NEXT TO LAST SENTENCE OF PARA 5. OBVIOUSLY, IN PRESENT POLITICAL CIRCUMSTANCES PRIME MINISTER COULD NOT REPEAT NOT, AS A MATTER OF DOMESTIC POLITICS, SUCCESSFULLY GET OUT FROM UNDER THE SEVEN PERCENT GROWTH TARGET EVEN IF HE WISHED.  
MANSFIELD

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 jan 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** ECONOMIC DEVELOPMENT, TRADE PROMOTION, POLITICAL STABILITY  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 29 mar 1978  
**Decaption Date:** 01 jan 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 20 Mar 2014  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1978TOKYO05087  
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**Drafter:** n/a  
**Enclosure:** n/a  
**Executive Order:** GS  
**Errors:** N/A  
**Expiration:**  
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**Reference:** 78 TOKYO 5045  
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**SAS ID:** 3127468  
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**Status:** NATIVE  
**Subject:** STRAUSS-USHIBA FOLLOW-UP: SUMMARY STATUS REPORT NO. 2: GENERAL COMMENTS  
**TAGS:** ETRD, PINT, JA, US  
**To:** STATE  
**Type:** TE  
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**Review Markings:**  
Sheryl P. Walter  
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